

I am ABMP.

Karen Drelick, Newmarket, NH. Member since 1999.

BACKGROUND: After 12 years as a physical therapy assistant, I longed to work with people at the level of ongoing wellness. So I returned to school and got my degree in massage therapy.

PERSPECTIVE: By focusing on rehabilitative services, I can promote a new sense of health and vitality, especially for individuals who live with chronic pain.

BUSINESS GROWTH: I started my own practice, Rejuvenations Professional Massage, LLC, which I've expanded several times—always working with an unhurried and deliberate business plan. Today I have a five -person staff and run a clinical affiliation program for massage students. I try to pass on my expertise to them; maybe some will become business owners themselves.

ABMP AND ME: I've built my staff into a productive team utilizing ABMP's valuable Successful Business Handbook. I also love using the ABMP website's online photo library for my newsletters and other marketing efforts

LAST WORD: I don't put my primary thought on income. I put it on the care of my clients and the rest falls into place.



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